



## HAWAII PELAGIC LONGLINE COST-EARNINGS QUESTIONNAIRE FOR 20XX OPERATIONS

Survey date: \_\_\_\_\_

Interviewer: \_\_\_\_\_

Vessel Name: \_\_\_\_\_

Vessels permit number: \_\_\_\_\_ (can fill in later in office)

Interviewee's name: \_\_\_\_\_ Contact (phone): \_\_\_\_\_

Interviewee's position: (Please select one)  Vessel/business owner (not vessel operator)  Owner operator  
 Hired captain  Vessel manager  Other (Please specify) \_\_\_\_\_

### **I. About the Owner OR Owner-Operator**

1. How many longline fishing vessels did **you or your company** own with Hawaii longline permits in 20XX?  
 \_\_\_\_\_ # of active vessels in 20XX  
 \_\_\_\_\_ # of permitted non-active vessels in 20XX
2. When did you first own a longline vessel in the Hawaii longline fishery? \_\_\_\_\_ year;  
 2a: Do you currently live in Hawaii?                      Yes                      No
3. Did you captain this longline vessel in 20XX?  Yes     No  
 If YES, did you captain all the trips taken by this vessel in 20XX?  Yes     No  
 In 20XX, what percentage of this vessel's trips did the owner operator take? \_\_\_\_\_%
4. Last year (20XX), did you land and sell any fish on the West Coast?  Yes     No  
**If YES**, why did you decide to land on the West Coast, instead Hawaii? (Check all that apply)  
 Better prices on the West Coast  
 Needed to pick up crew  
 Needed to go to a West Coast dry dock  
 Other (Please give details) \_\_\_\_\_
5. Did you own other businesses besides fishing in 20XX?  Yes     No  
**5a.** If YES, how important was fishing to your company portfolio (in term of % of revenue) in 20XX? \_\_\_\_\_%
6. Where did you usually sell your fish and how much did you pay for handling fees in 20XX?  
 % \_\_\_\_\_ of total landings sold to United Fishing Agency (Auction), & the handling fee was % \_\_\_\_\_ of revenue  
 % \_\_\_\_\_ of total landings to other stores in Hawaii, & the handling fee was % \_\_\_\_\_ of revenue  
 % \_\_\_\_\_ of total landings to outside Hawaii, & the fee was % \_\_\_\_\_ of revenue for handling  
 Other fee (such as Hawaii longline association) HLA \_\_\_\_\_% of revenue or \$ \_\_\_\_\_
7. In what year were you born \_\_\_\_\_ -(optional question)

### **II. About the Hired Captain and Crew** (for owner operator, skip Questions #9 - 11 and go to #12)

8. Was the hired captain in 20XX a family member or relative of the owner?     Yes                       No
9. What was the hired captain's age in 20XX? \_\_\_\_\_ years
10. How many years has your hired captain been with your company? \_\_\_\_\_ years

11. Number of crew working on this vessel in 20XX NOT including the captain \_\_\_\_\_

11a: number of local crew \_\_\_\_\_

11b: number of foreign crew \_\_\_\_\_ and where are they from

\_\_\_\_\_ Pilipino (# of crew)

\_\_\_\_\_ Indonesian (# of crew)

\_\_\_\_\_ Other (# of crew) Please give details \_\_\_\_\_

12. Among the current crew, how many crew were on a renewed contract? \_\_\_\_\_

### III. About this Vessel

13. What was this vessel's fuel capacity in 20XX? \_\_\_\_\_ gallons

14. What was this vessel's fish holding capacity in 20XX? \_\_\_\_\_ metric tons **or** \_\_\_\_\_ lbs

15. When was this vessel purchased? \_\_\_\_\_ year

16. What was the purchase price? \$ \_\_\_\_\_

16a. Did the purchase price include a permit?  Yes  No.

16b. If NO, did you  purchase it,  lease it OR  receive it from the initial allocation?

16c. If you purchased or leased it, in what year did that happen \_\_\_\_\_ (year) AND what was the purchase price \$ \_\_\_\_\_ OR lease price \$ \_\_\_\_\_ per year?

17. What was the start-up cost for this vessel (the cost of getting it ready for fishing the first time after it was purchase)?  
\$ \_\_\_\_\_

18. When was the last appraisal for this vessel? \_\_\_\_\_ year

19. What was the appraised value? \$ \_\_\_\_\_

20. When was the last major upgrade (not including the start-up upgrade) that would have changed the vessel's market value?  
\_\_\_\_\_ year

21. What was the cost of that upgrade? \$ \_\_\_\_\_

22. How much do you think your vessel (include all gear and equipment and permit) could be sold for? \$ \_\_\_\_\_

23. How much do you think your permit could be sold for? \$ \_\_\_\_\_

**IV. Fixed Costs in 20XX (not including trip costs)**

24. How did you pay mooring fees, by trip or by month?  by trip or  by month

26a. Annual total mooring fees in 20XX? \$ \_\_\_\_\_

25. Did you hire a vessel manager/agent to manage land-based business related to fishing in 20XX?  Yes  No

Yes

No

If YES, what was the agent’s fee? \$ \_\_\_\_per trip, OR \$ \_\_\_\_per month, OR \$ \_\_\_\_ per year

If NO, what types of works did the owner usually do? (Check all that apply)

Book keeping

Buying parts

Look for crew and captain

Getting the boats ready to depart (such as getting supplies, parts, call PIRO)

Others (Please describe)\_\_\_\_\_

26. What was the annual insurance cost for this vessel in 20XX? \$ \_\_\_\_\_ per year

26a. This included (Please check all that apply):

Vessel

Liability (“P” and “I”)

Health (Please specify who was covered) \_\_\_\_\_

Pollution

27. Did you have any vessel loan payments for this vessel in 20XX?

Yes  No

If YES, how much? \$ \_\_\_\_\_ per month OR \$ \_\_\_\_\_ per year)

28. Please list the types of ***routine maintenance*** (not including trip costs) for this vessel in 20XX and the annual cost of each

1) \_\_\_\_\_ \$ \_\_\_\_\_

2) \_\_\_\_\_ \$ \_\_\_\_\_

3) \_\_\_\_\_ \$ \_\_\_\_\_

4) \_\_\_\_\_ \$ \_\_\_\_\_

29. Please list the major repairs (including dry dock if it was done in 20XX) and upgrades to this vessel in 20XX and the costs for each. This may include gear replacement, generators, engine transmission, gear box for engine, engine parts, spool, exhaust systems, etc. Do not include the routine maintenance and “start-up” costs listed above,

1) \_\_\_\_\_ \$ \_\_\_\_\_

2) \_\_\_\_\_ \$ \_\_\_\_\_

3) \_\_\_\_\_ \$ \_\_\_\_\_

4) \_\_\_\_\_ \$ \_\_\_\_\_

30. About dry-dock costs:

30a. How often do you dry dock this vessel? Every \_\_\_\_\_ years

30b. When did you last dry dock this vessel? \_\_\_\_\_ year

30c. How much did it cost (including maintenance, repairs and upgrades done during in the dry dock)? \$ \_\_\_\_\_

30d. If a dry dock was done in 20XX, were any major repairs listed in Q30 included in this cost? (ask this to avoid double counting) \_\_\_\_\_

31. Have you overhauled this vessel's engine?  Yes  No

31a. How often do you overhaul the engine? Every \_\_\_\_\_ years

31b. When did you last overhaul the engine? \_\_\_\_\_ year

31c. How much did it cost? \$ \_\_\_\_\_

32. Did I miss any items on other fixed costs?  Yes  No

32a. If YES, how much were the other fixed costs? \$ \_\_\_\_\_

32b. What were the other fixed costs for? (Please give details) \_\_\_\_\_?

## V. About Labor Costs in 20XX

*In the following questions, the term 'share' (%) is interpreted as the part of the gross or net revenue from a fishing trip that was paid to the captain or crew. This is in contrast to a 'flat rate', which was paid per fishing trip or month regardless of the revenues from a fishing trip or month. Trip revenue is defined as fish sales revenue. Net revenue is defined as trip revenue minus any trip costs that were deducted before calculating what the captain or crew were paid.*

33. In 20XX, how many people were paid from this vessel's trip revenue and how were they paid? \_\_\_\_\_ (number of people)

33a: Owner  Shares \_\_\_\_\_% of  gross revenue or  net revenue

33b: Vessel manager  Flat rate \$ \_\_\_\_\_  per trip or  per month

**Or**  Shares \_\_\_\_\_% of  gross revenue or  net revenue

33c: Captain  Shares \_\_\_\_\_% of  gross revenue or  net revenue

33d: Crew \_\_\_\_\_ # of Crew  Shares \_\_\_\_\_% of  gross revenue or  net revenue

\_\_\_\_\_ # of Crew  Flat rate only

\_\_\_\_\_ # of Crew  Flat rate & bonus

If bonuses were paid, please describe how they were determined or explain the bonus schedule.

34. Initial cost/payment to retain a foreign/non-local crewmember?

34a. Initial payments for foreign crew (including agent fees, airfare/tickets, transit (min. 30 days from Samoa or Ensenada, etc.))

\$ \_\_\_\_\_ per crew in recruitment

34b. Non-local/Micronesian crew (fee for green cards, medical, etc.) \$ \_\_\_\_\_ per crew

34c. Average years for a new contract/foreign crew that initial payment occurred \_\_\_\_\_ years

35. If shares were based on by net revenue, which of the following trip expenses did you subtract from the trip revenue to get net revenue (**for shares**)

Common trip cost items:

Fuel  Bait  Provision  Fishing gear  Engine oil  Communications

Other types of costs:

Agent fee, insurance, parts for repairs

Other (Please specify) \_\_\_\_\_

36. Please use the table below to list the information for each crew position on this vessel in 20XX (related on # Question 34).

Position	Foreigner (Y/N)	Shares %	Share of Trip or Net Revenue	Flat Rate (Per Trip or Month)	Bonuses (Per Trip Month or pound caught)	Initial Payment (when hired)	What Year (for initial payment)
Owner/Operator		_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net				
Hired Captain		_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught		
Crewmember 1	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	
Crewmember 2	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	
Crewmember 3	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	
Crewmember 4	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	
Crewmember 5	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	
Crewmember 6	<input type="checkbox"/> Yes <input type="checkbox"/> No	_____ %	<input type="checkbox"/> Trip <input type="checkbox"/> Net	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month	\$ _____ <input type="checkbox"/> Per trip <input type="checkbox"/> Per month <input type="checkbox"/> Per pound caught	\$ _____	

**VI. Trip Costs in 20XX** (Only for the vessels without any cost data collected from the observers)

37. Did your vessel conduct tuna and swordfish trips in 20XX? (Please select one)

- Only tuna
- Only swordfish
- Both tuna and swordfish

38. If this vessel took both tuna and swordfish trips in 20XX or did that previously, were there any costs for switching between gear types?  Yes  No

38a. If YES, what was the cost to switch **from swordfish** fishing to tuna fishing (cash and labor)? \$ \_\_\_\_\_

38b. If YES, what was the cost to switch **from tuna fishing** to swordfish fishing (cash and labor)? \$: \_\_\_\_\_

39. How much did you “average” 20XX **tuna trip** cost? (skip if they took no tuna trips) \$ \_\_\_\_\_

How much did you “average” 20XX **swordfish trip** cost? (skip if they took no swordfish trips) \$ \_\_\_\_\_

40. For your **20XX tuna trips**, how much did you spend on “average” per trip for each of the following? (skip if they took no tuna trips)

- 1) Fuel cost per trip: Fuel used: \_\_\_\_\_ Gallons, Fuel price (\$/gallon)\_\_\_\_\_, Fuel cost \$ \_\_\_\_\_
- 2) Bait cost per trip: Bait used: \_\_\_\_\_ Boxes, Bait price (\$ per box)\_\_\_\_\_, Bait cost \$ \_\_\_\_\_
- 3) Oil cost per trip (include engine oil & hydraulic oil): \_\_\_\_\_ gallons per trip, and total oil cost per trip = \$ \_\_\_\_\_
- 4) Ice cost per trip \$ \_\_\_\_\_
- 5) Fishing gear costs per trip \$ \_\_\_\_\_
- 6) Provisions (food) costs per trip \$ \_\_\_\_\_
- 7) Communications per trip \$ \_\_\_\_\_

41. For your **20XX swordfish trips**, how much did you spend on “average” per trip for each of the following? (skip if they took no swordfish trips)

- 1) Fuel cost per trip : Fuel used: \_\_\_\_\_ Gallons, Fuel price (\$/gallon)\_\_\_\_\_, Fuel cost \$ \_\_\_\_\_
- 2) Bait cost per trip: Bait used: \_\_\_\_\_ Boxes, Bait price (\$ per box)\_\_\_\_\_, Bait cost \$ \_\_\_\_\_
- 3) Oil cost per trip (include engine oil & hydraulic oil): \_\_\_\_\_ gallons per trip, and total oil cost per trip = \$ \_\_\_\_\_
- 4) Ice cost per trip \$ \_\_\_\_\_
- 5) Fishing gear costs per trip \$ \_\_\_\_\_
- 6) Provisions (food) costs per trip \$ \_\_\_\_\_
- 7) Communications per trip \$ \_\_\_\_\_
- 8) Lightstick costs per trip \$ \_\_\_\_\_

**VII. Industry Perspectives**

42. Did you substantially change your fishing activities in 202X?  No  Yes

If YES, please answer the following questions.

How did you change your fishing activities in 202X? \_\_\_\_\_

What were the main reasons you made those changes? \_\_\_\_\_

By what percentage did each of the following increase or decrease for your vessel(s) in 202X due to those changes? (Please enter “0” if there was no change)

Landings decreased by \_\_\_\_\_% OR increased by \_\_\_\_\_%

Fishing revenues decreased by \_\_\_\_\_% OR increased by \_\_\_\_\_%

Total operating costs decreased by \_\_\_\_\_% OR increased by \_\_\_\_\_%

Crew size decreased by \_\_\_\_\_% OR increased by \_\_\_\_\_%

43. Did you substantially change your non-fishing activities in 202X?  No  Yes

If YES, please answer the following questions.

Why did you substantially change your non-fishing activities in 202X? \_\_\_\_\_

How did you change your non-fishing activities in 202X? \_\_\_\_\_

What were the main reasons you made those changes? \_\_\_\_\_

44. What are the **three** biggest constrains or challenges that impact the economic performance of your fishing business

1) \_\_\_\_\_

2) \_\_\_\_\_

3) \_\_\_\_\_

45. Open Ended Questions: Is there anything else you would like to say? (present challenges, COVID-19 pandemic, comments on fishing management)



*We appreciate the confidential nature of the data being collected by this survey. NOAA's Pacific Islands Fisheries Science Center (PIFSC) will handle individual survey data as confidential business information and a form of protected personal information and will maintain the confidentiality of the information consistent with legal authorities available to it, including but not limited to the Privacy Act (5 U.S.C. Section 552a) and the Trade Secrets Act (18 U.S.C. Section 1905). The PIFSC will protect individual survey data from public disclosure to the extent permitted by law and it has instituted procedures to provide that protection.*

Paperwork Reduction Act Statement. The PIFSC is collecting this economic information to improve its ability to conduct the analyses required by the Magnuson-Stevens Fishery Conservation and Management Act (MSA) and other applicable law. The PIFSC and the Western Pacific Fishery Management Council will use this information to monitor, explain and predict changes in the economic performance and impacts of the Hawaii pelagic longline fishery. Among other things, this will enable fisheries managers and the public to more fully consider the economic effects of proposed and existing regulations for this important fishery.

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